



Luz Araoz Hopewell
Director of the
Office of Small and
Disadvantaged
Business Utilization

The Office of Small and Disadvantaged Business Utilization is very proud of our 1998 MED Week Awards recipients. We are fortunate to have so many outstanding Minority and Women-Owned Business Enterprises, Procurement Officials, and Minority Business Advocates to work with.

It is always difficult to select our awardees from among all the deserving businesses and individuals who work so closely with us throughout the year. I want to express my personal congratulations and best wishes to our award winners ... and I want to thank everyone involved in making the MED Week event a great success.

On December 1, 1998, DOT will begin using *NationsBank MasterCard* for credit card purchases and payments. I urge all of you to qualify yourselves to accept credit cards. Electronic transactions are becoming the norm within DOT.

I was very pleased that DOT was recently able to address the mobility needs of passengers with disabilities who travel in intercity bus lines, while at the same time, taking into consideration the costs to small businesses. America's transportation system is for everyone.

I wish all of you success in your endeavors, and look forward to the opportunity of providing "quality" service to you in 1999. Happy Holidays from the entire staff at DOT's OSDBU!

DOT Honors Outstanding Entrepreneurs

On September 20-23, the U.S. Department of Commerce's Minority Business Development Agency and the U.S. Small Business Administration sponsored the 16th Annual National Minority Development (MED) Week Conference to celebrate the achievements and contributions of this nation's minority business owners.

As a follow up to that event—on October 22—the U.S. Department of Transportation (DOT) held an award ceremony to recognize minority business owners who have made outstanding contributions to the transportation industry and the nation's economy over the last year. A total of 37 awards were given to minority and women entrepreneurs, as well as Procurement Officials and Minority Business Advocates, who have set exemplary standards of conduct while doing DOT business.

In a proclamation for MED Week, President Clinton stated that, "Strong and successful minority enterprises benefit us all ... with their imagination, innovative spirit, and willingness to take risks, minority entrepreneurs have made important contributions to the remarkable growth of our economy during the last five years."

The theme of MED Week '98 — *Creating a Competitive Advantage in a Changing Business Environment*—is a prescription to expand economic opportunities for minority and women entrepreneurs in the transportation sector and in today's dynamic economy. The five-day conference provided information to Minority Business Enterprises (MBEs) on legislative and regulatory updates are new policy initiatives, and it fostered general information sharing that can lead to new business opportunities. Discussion forums for other major issues impacting the growth and development of MBEs were also offered.

DOT Secretary, Rodney Slater, expressed his admiration for minority business enterprises (MBEs) when he stated that, "Minority and women entrepreneurs continue to emerge as a dynamic force in the market place, bringing products and services into our economy and creating training and jobs for thousands of workers." Slater promised to continue to expand opportunities for minority and women entrepreneurs.

Prior to the DOT Awards Ceremony, Mary Ann Elliot, Founder and President of Arrowhead Space and Telecommunications, Inc., provided motivational comments to newly certified 8(a) firms. Mortimer Downey, the Deputy Secretary of DOT and keynote speaker of the award ceremony, personally presented awards to

Soaring to New Heights



MED

Minority Enterprise Development

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DOT Chooses Master Card

In October 1998, the U.S. Department of Transportation (DOT) selected *NationsBank MasterCard* as its primary purchase method for electronic transactions with the agency's vendors. The new credit card will be circulated to DOT purchasing agents in mid-November and will be activated for purchases December 1, 1998.

As reported in the July 1998 *Transportation Link*, it is estimated that DOT currently has 20,000 credit cards dispersed throughout the agency, accounting for approximately \$250 million in annual purchases for FY 1998.

DOT's Purchase Card Program Coordinator, Kevin Mooney explains the choice of *NationsBank MasterCard* over other purchase card vendor strategies.

"*NationsBank MasterCard* contained the most emerging electronic commerce technologies available, to give us the best chance of putting together a quality purchase program with the most benefits to all of our customers."

In addition, Mooney explains that *NationsBank* is one of the largest players in the credit card universe, especially since they teamed up with the *Bank of America*. This should make it easier for all businesses to get involved with the program.

Is your business ready to accept DOT's credit card as payment on a contract? If you are not credit card ready yet, now is the time to do it. If you are already established to accept *MasterCard*, you will automatically be able to accept the new DOT *MasterCard*. Many financial institutions can provide you with credit card service. It is very important that you shop around to get the best deal for you.

For more information on DOT's credit/purchase card program, visit: <http://www.dot.gov/ost/m60/tamtar/chap1213.htm#appen13b>

Operating Administrations

MBE

WBE

PO/MBA

Federal Aviation Administration



Earl W. Stafford
Universal Systems & Technology, Inc. (UNITECH)
Fairfax, VA

Alice Clark
Branch Manager

Group Award to:
Integrated Product Team (IPT)
For Information Technology (IT) Acquisitions

Federal Highway Administration



Bellandra Foster
B.B.F. Engineering Services, P.C.
Beverly Hills, MI

Lucy B. Jensen
Jensen Civil Construction
Jacksonville, FL

Cheryl J. Dobbins
Basic Technologies International Corporation

Reg. Civil Rights Directors
Dennis Perrott
Jo A. Blackstone
Charles Stinson
Joseph Forst
Humberto R. Martinez
Glenn B. Smith
Teresa A. Banks
Willie Harris

Beverly Peters,
Small Business Liaison Officer



Martha Beltran
Alltech International, Inc.
Vienna, VA

Teresa Cheung
TCY Associates, Inc.
Rockville, MD

Thomas L. Riddle
Contracting Officer

FEDERAL TRANSIT ADMINISTRATION



Leon Snead
Leon Snead & Company, P.C.
Rockville, MD

Gloria Lawlah-Walker
Marlaw Systems Technology, Inc.
Silver Spring, MD
Dale M. Johnson
Small Business Representative

Edward A. Madison
ESM Management & Consulting Services
Mason, OH

Anita M. Talwar
Advanced Management Technology, Inc.
Washington, DC

Maritime Administration

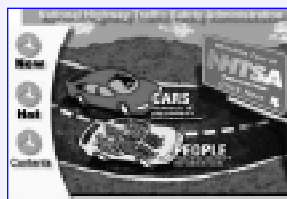


Manuel Esteves
Nautical Engineering, Inc.
Oakland, CA

Dolly Huffstickler
385 Services, LLC
Portlandville, NY

Michael Delpercio
Director-Office of Ship Operations

National Highway Traffic Safety Administration



George Cooper
Enterprise III Systems, Inc.
Reston, VA

Dr. Maria J. Hankerson, LICSW
Systems Assessment & Research, Inc.
Lanham, MD

N. Rangarajan
GESAC, Inc.
Boonsboro, MD

Joe Cassell
Director, Office of Information Resource Management

New Rule Passed for Passengers with Disabilities

On September 28, 1998, the Department of Transportation (DOT) published a final rule that ensures over-the-road bus service for passengers with disabilities, while preserving the current level of service provided to non-disabled passengers who also rely on small businesses for bus service.

Throughout the rule making process, the DOT legal and economic teams listened to the concerns of small business owners who were in accord with DOT's objective but advocated less costly alternatives. In the end, DOT published a rule that adopts an innovative approach for lessening the equipment modification costs to small bus companies, while guaranteeing service to the disabled.

"This rule-making demonstrates that considering alternatives that are less burdensome to small business need not compromise public policy objectives," writes Small Business Administration's Chief Counsel for Advocacy, Jere W. Glover in a letter to DOT Secretary Rodney Slater, "... and I thank you."

To read Secretary Slater's press statement on this rule, and the rule itself, go to: <http://www.dot.gov/affairs/92498sp.htm>/ To read the content of Chief Counsel Glover's letter to Secretary Slater, visit: <http://osdbuweb.dot.gov/smallbus.html> /

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the Civil Rights Directors in the FHWA for their service to the minority enterprise community. Downey expressed his pride that these awards, "... give us the chance to acknowledge the excellence of our colleagues, and to inspire all of us to greater achievements during the coming year." In recognition of Y2K Action Week, Downey encouraged small businesses to prepare for the Y2K problem, stressing, "The National Federation of Independent Businesses ... estimates that 330,000 small businesses could fail

Operating Administrations	MBE	WBE	PO/MBA
Office of the Secretary			
		Alma Lynch <i>Source Staffing, Inc.</i> Silver Spring, MD	Outstanding Small Business Enterprise Award: J. Ulices Perez J. Ulices Perez Long Beach, CA
	Felicity Belford <i>Troy Systems</i> Fairfax, VA O. Jimmy Ogunniyi <i>Skyhawk</i> Silver Spring, MD	Sharon Virts-Mozer <i>Federal Consulting Services</i> Vienna, VA	Outstanding Small Business Enterprise Award: Gerald Massey <i>The Massey Group, Inc.</i> TA/The Locks Myth Alexandria, VA
Research and Special Programs Administration			
	Thomas Hopkins <i>Operational Technologies Services</i> Vienna, VA	Jana Evans <i>Evans Planning Group</i> Columbus, OH	Edward Wirtanen Contracting Officer/ Senior Contract Specialist
	Joe Fernandez <i>Aero Simulation, Inc.</i> Tampa, FL A.B. Bernard, Jr. <i>United Marine Enterprises, Inc.</i> Beaumont, TX	Bernadette Paik-Apau <i>Anonui Builders, Inc.</i> Kapolei, HI	Verna L. Jackson Contract Specialist Bonnie L. Hoe Chief, Contracting Office

as the result of Y2K-caused breakdowns."

The Office of Small and Disadvantaged Business Utilization (OSDBU) coordinates the selection of the individuals that receive these awards. At the beginning of the fourth quarter every year, the acquisition/procurement office of every Operating Administration is asked to select the following to receive the MED Week awards:

- ➔ Minority Business Enterprise (MBE)
- ➔ Women-Owned Business Enterprise (WBE)
- ➔ Procurement Official (PO) and/or a Minority Business Advocate (MBA) who made

significant contributions to the operating administration's goals for the MBE and WBE programs during the current fiscal year.

This selection process varies within each operating administration.

On page two, and three, we list the recipients of the DOT 1998 MED Week Awards.

To read the entire text of Deputy Secretary Downey's DOT Award Ceremony speech, go to <http://www.dot.gov/affairs/102298sp.htm>

For more information on the DOT award ceremony, call Brenda Preston at (202) 366-5338 or e-mail brenda.preston@ost.dot.gov

Follow the Money

This month's Transportation Link features the Florida Department of Transportation's (FDOT) *Doing Business With FDOT* web site located at <http://www.dot.state.fl.us/business/business.htm>

Under *Contracts Administration*, it is explained that the Contracts Administration Office advertises and awards road and bridge construction contracts. (Most state funded construction contracts less than \$1M, and maintenance contracts, are handled by the District Contracts Office.) Bid solicitations, letting and posting dates, letting results, withdrawals—and more—can be viewed on this page. The October 28, 1998 letting results are currently posted.

Florida Law requires contractors to be pre-qualified with the FDOT in order to bid for the performance of road, bridge, or public transportation construction contracts in excess of \$250,000.00. A link is included to learn more about this process.

The FDOT site, as well as other state procurement sites, are accessible on the OSDBU web site at <http://osdbuweb.dot.gov/programs/states.html>

CALENDAR OF EVENTS FOR December 1998/January 1999

DATE	EVENT	CONTACT
December 14	'Show Me How to Get the Money' Conference on ITS and TEA-21 Oakland, CA Sponsored by ITS	Katrina Mayo (202) 484-4549 Fax: (202) 484-3483
December 15	8(a) Application Seminar Pittsburgh, PA Sponsored by SBA	Yvonne Dowe (412) 395-6560 ext. 121
December 17	'Doing Business On-line: Using the Internet for Sales, Marketing & Research' Ft. Lauderdale, FL	Teri Takahashi (561) 362-5629
December 17	'Successful Strategies for Selling to the Government via Electronic Commerce & EDI' Sponsored by SBDC	Jack Hudson (954) 771-6520
January 8	'Are You Y2K OK?' A 3-hour workshop Portland, OR	SCORE (503) 326-5620

<http://osdbuweb.dot.gov>

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Office of the Secretary of Transportation

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Address Correction Requested